

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 12468 170345Z  
ACTION EA-09

INFO OCT-01 ISO-00 EB-08 /018 W  
-----060637 170403Z /17  
R 170159Z AUG 77  
FM AMEMBASSY TOKYO  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 233

UNCLAS TOKYO 12468

USDOC FOR OIM/MRD

E.O. 11652: N/A  
TAGS: BBSR, JA  
SUBJECT: JAPAN SECTORAL SURVEY - BID AWARD RECOMMENDATION

REF: TOKYO 12236

1. WHELAN COMPLETED CONTRACT NEGOTIATIONS ON SUBJECT SURVEY AND RECOMMENDS AWARDED CONTRACT TO A.T. KEARNEY INTERNATIONAL, INC. AT SAME PRICE AS IN BID PROPOSAL, THIRTEEN MILLION FOUR HUNDRED THOUSAND YEN (13,400,000) WHICH, IF INVOICED AT AUGUST 16 EMBASSY EXCHANGE RATE OF 266.9, AMOUNTS TO FIFTY THOUSAND TWO HUNDRED SIX DOLLARS.

2. A.T. KEARNEY PROVIDED WHELAN WITH AMENDMENT TO ORIGINAL BID ACCEPTING ALL SUGGESTIONS MADE IN MRD BID EVALUATION, AS WELL EXPANDED OVERVIEW OUTLINE AS REQUESTED. KEARNEY THEREFORE JUDGED TO BE MOST QUALIFIED BIDDER TO COMPLETE SURVEY ACCORDING TO TERMS OF REFERENCE, AND ONLY BIDDER TO ASSIGN SUFFICIENT STAFF FOR COMPLETION PROJECT ON TIME SCHEDULE.

3. A.T. KEARNEY BID PROPOSAL AS AMENDED AND TERMS OF REFERENCE WILL BECOME PARTS OF CONTRACT WHEN COMMERCE APPROVES AWARD. COPY OF AMENDMENT LISTING  
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STAFF ASSIGNMENTS AND WORK SCHEDULE BEING AIRMAILED TO MRD TODAY.

4. KEARNEY WILL START PROJECT ON AUGUST 22 AND COMPLETE IT BY DECEMBER 15, 1977, AND IS WORKING ON FIRST PROTOTYPE MARKET PROFILE, ELECTRIC POWER, WITH WHELAN IMMEDIATELY. TENTATIVE COMPLETION DATE FOR

FIRST PROTOTYPEREPORT SET FOR WEEK OF SEPT 5, AFTER  
WHICH WHELAN PLANS RETURN WASHINGTON WITHIT.

5. PLEASE CHECK IF TARGET INDUSTRIES DIVISION HAS  
DONE AN ELECTRIC POWER TARGET INDUSTRIES PLANNING  
REPORT, AND APO AIRMAIL TO WHELAN.

6. PLEASE CABLE COMMERCE APPROVAL THESE ARRANGEMENTS  
AND BID AWARD DATA TO AMEMBASSY TOKYO.  
MANSFIELD

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NNN

## Message Attributes

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**Current Classification:** UNCLASSIFIED  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009